



**ATHENS**  
**SEPTEMBER 4-7, 2022**  
**AT THE GRAND HYATT**

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**FOCUSED**  
**ON THE FUTURE**

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**ULD CARE- A health Check Report**



# Diagnostics

- ULD CARE administration
- ULD CARE end 2021 Accounts
- Membership status
- IULDUG metrics
- Project expenditures
- Expected end 2022 financial situation
- Social media update



# ULD CARE Administration

- Danielle
  - Took over from KSAM mid 2021
  - Book keeping
  - Membership
  - Conference
  - Board meetings
  - General admin
- Bob
  - IULDUG admin
- Urs
  - Social media and publicity

## Directors

Urs Wiesendanger	President
Bob Rogers	VP and Treasurer

### Airline

• Abdullah Al-Mumayiz	Qatar
• Jose Jobies	Etihad
• Calvin Hui	Cathay
• Jeff Edwards	Air Canada
• Greg Feeny	Atlas

### Non Airline

• Tharindu Sennanayake	SATCO
• Frode Eriksen	Nordisk
• Scott Sangster	Descartes
• Frits Roukens	
• Chris Notter	
• Roy Cheng	ULD Partner
• Ulf Hartmann	Safran
• Asset managers	
• Frank Muehlenkamp	Jettaianer
• Adam Barrington-Spencer	Unilode



# End 2021 Accounts

- Just completed audit by Grant Thornton
  - Cash in hand US\$ 230,000
  - Receivables US\$ 100,000
    - Doubtful debt US\$ 23,000
- Challenges
  - Endless airline requests for various tax forms.
  - Loss of connection with some airlines
  - Requests for PO#'s delay
  - Changes in processes or personnel within airlines
  - Trying to recoup Covid years membership fees



# Current finances

- Assets: US\$ 398,000
- Liabilities: US\$ 50,000
- Total equity : US\$ 348,000

# Membership status

- Airlines:
  - Couple of resignations
    - Korean, Virgin, Saudia, KLM
  - Some “lost in Covid” , TG, MH, GA, PR
- Non Airline:
  - Lost TFI.
  - Gained Mercury ULD, Total X, Macro Industries





# IULDUG metrics

- 2021 16148 transactions, \$ 24223 income.
- 2022 ( Jan-end June) 6620 transactions, \$ 9931 income
- So depending on second half transaction fees may not cover system costs.
- Demurrage summary
  - 2019 \$ 1,108,000
  - 2020 \$ 1,754,000
  - 2021 \$ 1,196,000
  - 2022 ( 6 mo.) \$ 1,259,000 ( est. full year 2,518,000)



# Project expenditures

- Virtual Reality Training US\$ 5,000
- E-UCR first attempt US\$ 5,000
- E-UCR/RFID US\$ 11,700
- Blockchain POC US\$ 20,000